

Message Text

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43

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

----- 081361

R 181044Z FEB 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 6206

LIMITED OFFICIAL USE MOSCOW 2303

USDOC FOR BEWT/RICE

STATE FOR EUR/SOV-KOVNER

E. O. 11652: N/A

TAGS: BEXP, UR

SUBJ: PLANNING FOR TRADE MISSIONS

REF: A. MOSCOW 2080

B. USDOC 2186

1. AS NOTED REF A, DELAYS IN RECEIPT OF INFORMATION ON FOOD/DAIRY IOGA TRADE MISSION HAVE SERIOUSLY COMPLICATED PLANNING FOR THIS MISSION AND MADE RESULTS OF ITS VISIT TO MOSCOW PROBLEMATIC AT BEST. EMBASSY HOPES THAT NECESSARY INFORMATION ON UPCOMING WEMA/IOGA TRADE MISSION WILL BE RECEIVED SHORTLY IN ORDER MINIMIZE POSSIBILITY OF SERIOUS PROBLEMS WITH WEMA MISSION.

2. IN ADDITION TO TIME FACTOR, REF B RAISES SEVERAL QUESTIONS CONCERNING PLANNING FOR TRADE MISSIONS WHICH EMBASSY BELIEVES REQUIRE CLARIFICATION. FIRST, AND FOREMOST, IT MUST BE RECOGNIZED THAT SUCCESS IN ORGANIZING SATISFACTORY PROGRAMS FOR TRADE MISSIONS DEPENDS UPON WILLINGNESS OF SOVIET SPONSOR (USUALLY CHAMBER OF COMMERCE) TO PROVIDE ASSISTANCE. HOWEVER, SITUATION IS COMPLICATED BY FACT THAT CHAMBER TENDS REGARD ALL TRADE MISSIONS AS WASTE OF TIME, AND OBTAINING ITS COOPERATION IS LIKE PULLING TEETH. IN VIEW OF THIS ATTITUDE ON PART OF

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SOVIETS, IT IS CLEARLY ESSENTIAL THAT WE MAKE ORGANIZATION OF

PROGRAMS FOR TRADE MISSIONS AS EASY AS POSSIBLE FOR CHAMBER OF COMMERCE AND MINIMIZE SURPRISES AND CHANGES ALONG THE WAY. FOR THIS REASON, EMBASSY IS CONCERNED OVER WHAT APPEARS TO BE UNILATERAL DECISION BY WEMA MISSION ORGANIZERS TO LENGTHEN MISSIONS'S STAY IN MOSCOW BY ONE DAY. EMBASSY HAS NO WAY OF KNOWING WHETHER THIS CHANGE WILL CAUSE PROBLEMS FOR EITHER CHAMBER OF COMMERCE OR STATE COMMITTEE SCIENCE AND TECHNOLOGY AND WILL CHECK IMMEDIATELY WITH BOTH. BROADER POINT IS THAT TRADE MISSIONS MUST BE TREATED AS JOINT OPERATION IN WHICH SOVIETS HAVE AS MUCH INTEREST AS US ORGANIZERS. OTHERWISE, WE ANTICIPATE PROBLEMS FROM DISAPPOINTED MISSION MEMBERS WHO LEAVE MOSCOW WITHOUT HAVING HAD SATISFACTORY PROGRAM.

3. EMBASSY ALSO NOTES THAT REF B REQUESTS THAT HOTEL RESERVATIONS BE MADE FOR COMMERCE REP HUTCHINSON AND DFISA OFFICIAL HOUSTON. EMBASSY HAS PREVIOUSLY URGED THAT THESE RESERVATIONS BE MADE THROUGH INTOURIST AS EMBASSY'S ABILITY OBTAIN SPACE THROUGH UPDK LIMITED. IN ANY EVENT, EMBASSY'S INVOLVEMENT IN OBTAINING HOTEL SPACE SHOULD BE RESTRICTED TO US GOVERNMENT EMPLOYEES AND SHOULD NOT COVER PRIVATE CITIZENS SUCH AS HOUSTON, EVEN IF HE CONNECTED WITH OFFICIALLY-APPROVED TRADE MISSION. IN CURRENT CASE, RESERVATIONS HAVE BEEN REQUESTED FOR BOTH HUTCHINSON AND HOUSTON, BUT THIS PROVIDES NO GUARANTEE THAT SUITABLE ACCOMODATIONS WILL BE FORTHCOMING FROM UPDK.
DUBS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW02303
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740226/aaaaayaj.tel
Line Count: 86
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. MOSCOW 2080
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 04 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 JUN 2002 by boyleja>; APPROVED <06 JUN 2002 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PLANNING FOR TRADE MISSIONS
TAGS: BEXP, UR
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005